



Small Business SDC Annual Meeting November 7, 2001 Agenda

8:00 - Sign-In

8:30 - Overview - Barbara Williamson, Facilitator, Insight Associates

8:40 - Welcome - Mary Parks, Director, GSA, FTS, Small Business SDC

8:45 - Opening Remarks - Charlie Self, Deputy Commissioner, GSA, FTS

9:00 - Performance Based Contracts - Jack Donovan, JD Seminars

10:00 - Break

10:30 - Solutions EDU - Sherrie Householder, GSA, FTS, Answer SDC

11:00 - Success Stories

Vercell Vance, President, Alpha Data - 2001 SBA Regional Prime Contractor of the Year

Jim Goodrich, Vice President, Soza & Company, Ltd.

Performance Based Contracts

Rodney Hunt, President, RSIS - Strategies for Success

12:00 - 1:15 - Lunch on your own

1:30 - Business Development Needs - Barbara Williamson, Insight Associates

2:00 - 3:30 - Break out sessions - 30 min. repeats each $\frac{1}{2}$ hour

- Catalog and Marketing updates - Sharon Henry, GSA, FTS
- Value add of GSA, FTS - Debbie Ward-Holliday - GSA, FTS, National Capital Region
- Mentor-Protégé - Office of Enterprise Development, GSA
- One-on-One Sessions with Your Contracting Officers
Delta Helm and Howard Innis, GSA, FTS, Small Business SDC

3:30 - Closing Remarks - Ron Williams, ARA, GSA, FTS, Heartland Region

Polaris Room, Ronald Reagan Building
International Trade Center
1300 Pennsylvania Avenue, NW
Washington, DC